



May 13, 2022

Representative Jack O'Malley
Chair, Michigan House Transportation Committee
375 Capitol Building
P.O. Box 30014
Lansing, MI 48909-7514

RE: Supernal, LLC Support for Senate Bill 796

Dear Representative O'Malley:

Mr. Chairman, Members of the Committee for the record my name is Nathan Trail, and I am the Director of State and Local Policy Supernal, LLC ("Supernal"), which is the Advanced Air Mobility division of Hyundai Motor Group, and I am here today in support of Senate Bill 796 ("SB 796").

At Supernal, we are focused on developing human-centered, multimodal mobility solutions to create a better, more accessible model of transportation within the U.S. This multimodal mobility solution will be connected to current transit networks and is centered around Advanced Air Mobility ("AAM") which will leverage under-utilized aerial transportation routes to reduce congestion, improve equity of access, promote green energy, boost job growth and economic development, and increase connectivity.

The AAM industry has significant potential to transform our communities and could substantially improve the overall quality of life for many people. However, these benefits can only be realized by developing forward-thinking policies and regulations alongside state and local lawmakers and local community stakeholders. This bill is encouraging to see because it takes a proactive approach to embracing this transformative technology by addressing the most critical aspect of operations, which is to ensure safety.

The development of this transformative industry relies on many factors which are under direct authority of state and local government. Specifically, the development of infrastructure, zoning, land use, workforce development, noise ordinances, connectivity to transit networks, energy resources and public acceptance. These important aspects require close and long-term collaboration between industry, government, and the communities which we intend to ultimately serve.

While these aspects are important, no enabling factor is of greater importance than assuring safe navigation within the national airspace system and having a harmonized set of rules and regulators for operators to follow. We are encouraged by this bill because it addresses the

importance of embracing this technology and the importance incorporating the most fundamental and important safety considerations.

One can imagine how detrimental it would be for commercial aviation if airlines had different rules and operational restrictions based on which county they were flying over, and what a safety hazard that would be. The same is true with the AAM industry. This bill will not only ensure safety in Michigan but will position the state as a leader in our industry and a favorable place for initial operations.

Advanced Air Mobility might sound like a far-off concept, but this technology is very real and the need to begin developing smart policies and regulations to enable the industry is critical. Supernal has set up our global headquarters here in the US. We are currently having dialogue with the FAA on aircraft certification, we've setting up R&D, manufacturing, and offices in the U.S., We're investing \$1.5 billion to toward the development of AAM. We're also not the only one in this space, there are various other industry stakeholders developing AAM capabilities.

The passage of this bill would position Michigan as a leader in this industry and would help to scale this transformative technology in a way that best meets the needs of its citizens. Thank you and we respectfully ask the committee to support SB 796.

Sincerely,

A handwritten signature in black ink, appearing to read "Nathan Trail", with a stylized flourish at the end.

Nathan Trail
Director of International, State & Local Policy
Supernal